

Market Access & Pricing in Europe

Online seminar on Payer Contracts, HTA process and tender management

TOPICS

- Reference Pricing in Europe
- Payer-Archotyping
- Market Access and Pricing in France, Italy, Spain, Germany and the UK
- Specialties with regard to ATMPs/Gentherapeutics
- HTA process and the role of RWE in the HTA context

YOUR SPEAKERS

Dr Thomas Ecker

Ecker + Ecker GmbH,
Hamburg, GERMANY

Mariangela Prada

Intexo Società Benefit Srl,
ITALY

Graham Foxon Ph.D. MBA

Remap Consulting UK Ltd, Cheshire,
GREAT BRITAIN

Marta Taboada Rodríguez

World Health Management,
Madrid, SPAIN

Market Access & Pricing in Europe

Aims and objectives

Market access and pricing for drugs is complex and requires careful preparation for launch. Knowledge of the underlying health systems and the different, mutually influencing pricing systems in Europe is essential for it.

In our online seminar you will receive the most important information for successful market access in the EU4 countries and in the UK.

27th April 2023: Market Access and Pricing in France, Germany and the UK

28th April 2023: Market Access and Pricing in Spain and in Italy

Who should attend?

This series of online seminars is aimed at specialists and executives in the healthcare industry who are involved in market access and pricing in Europe. Previous knowledge of market access and pricing of the individual countries is not required.

YOUR SPEAKERS

Dr Thomas Ecker

Ecker + Ecker GmbH,
Hamburg, GERMANY
Managing Director

Graham Foxon Ph.D. MBA

Remap Consulting UK Ltd,
Cheshire, GREAT BRITAIN
Managing Director

Mariangela Prada

Intexo Società Benefit Srl,
ITALY
CEO & Partner

Marta Taboada Rodríguez

World Health Management,
Madrid, SPAIN
Partner

Benefits of participation

By attending the seminar...

- you know about the most important differences and similarities with regard to market access in Europe
- you have insights in key trends in pricing & market access in Europe
- you know how to avoid pitfalls in regard to price-referencing
- you will get practical tips for your work in Market Access & Pricing
- you will benefit from the experience of our experts

Your programme at a glance

27th April 2023: 9:00 am - 3:00 pm, 28th April 2023: 9:00 am - 1:00 pm

Market Access & Pricing in France

Graham Foxon

- Stakeholder in France
- HTA process and the role of RWE in the HTA context
- Pricing negotiation with CEPS; Value based pricing approaches?
- Managed Access Entry Agreements & Patient Access Schemes; role of ATU
- Specialties with regard to ATMPs/ Genterapeutics
- Price, volume & revenues forecasting

Market Access & Pricing in Germany

Thomas Ecker

- The AMNOG process 2023 - role of RWE?
- Challenge AbDe
- Managed Access Entry Agreements & Patient Access Schemes - what is possible
- Price, volume & revenues: new requirements!
- Recent legal changes for price negotiations
- Value based pricing approaches
- Market Access and pricing for medical apps

Market Access & Pricing in the UK

Graham Foxon

- Stakeholder & Stakeholder mapping post Brexit
- Managed Access Entry Agreements & Patient Access Schemes
- Role of RWE in the HTA context
- Specialties with regard to ATMPs/ Genterapeutics/Orphan drugs
- Value based pricing approaches
- Price, volume & revenues

Market Access & Pricing in Spain

Marta Taboada Rodríguez

- Stakeholder in Spain
- HTA process and the role of RWE
- Negotiation with SGCMPs
- Patient Access Schemes
- Specialties with regard to ATMPs/ Genterapeutics/Orphan drugs
- Price, volume & revenues forecasting

Market Access & Pricing in Italy

Mariangela Prada

- Stakeholder in Italy
- Managed Access Entry Agreements & Patient Access Schemes
- Role of RWE in the HTA context
- Specialties with regard to ATMPs/ Genterapeutics/Orphan drugs
- Value based pricing approaches
- Price, volume & revenues

Market Access & Pricing in Europe

REGISTRATION UNDER

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REGISTRATION FORM

Yes, I will attend

☐ Market Access & Pricing in Europe

☐ Yes, I agree that FORUM Institut may inform me about events by:
☐ email; and/or ☐ telephone.
I may withdraw my consent at any time.

Date

27th - 28th April 2023 - online
27th April 2023: 9:00 am - 3:00 pm
28th April 2023: 9:00 am - 1:00 pm

Fee

€ 1490.00 (+ German VAT)
including high-quality documentation and certificate.

Name

Position, department

Company

Street

Post code, city, country

Tel. no./Fax no.

E-mail

Contact person at office

Date, signature

How does an online training work?

- You will find brief instructions on how to use Zoom, your course documentation, the access link and a meeting ID in your personal customer account.
- Use a headset, loudspeakers or the telephone for audio.
- Listen to the speaker and follow the presentation.
- Feel free to switch from silent to audio mode by yourself any time to ask your questions.

CANCELLATION POLICY

Our general terms and conditions (as of 01 November 2021) apply and are available upon request. We can send them to you at any time. Alternatively, you can access them online at www.forum-institut.com/t&c

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